

# Example of Account General Manager Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our innovative and growing company is looking to fill the role of account general manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account general manager

- Identify, plan and develop new Aerospace customers in line with business development plans/targets
- Collects, reports and analyzes the customer feedback / information on present future market trends in the context of possible further market penetration
- Travel required throughout territory, typically upwards of 75% with some overnight stays
- Prepare and update twice a year a detailed Territory Plan which outlines the Go to Market plan, which engages the partner community and product opportunity mix
- Manages the activities of the sales force and ensures familiarity and training regarding markets, products, services, selling skills
- Drives pricing reviews & contract requirements for strategic PMA contracts with OSM (operational service mgr, RM (Regional Mgr) and OVP (Operational Vice President) to position TSG/TFIS favorably to meet new business development goals and profitability
- Understands customer requirements and provides solutions in a consultancy way while meeting their needs
- Ensures order processing, architectural service, construction, and shipment schedules to equipment installation are orderly and timely by communicating with logistics and project managers
- Prepare statutory / local GAAP/ SFC FFR reports for month end and year end

- Deliver accurate and meaningful financial information for management reporting at local and consider implications at group level

## **Qualifications for account general manager**

- Bachelor degree or relevant work experience will be considered
- Minimum of 5 years Aerospace (General Aviation) experience required in a Sales or Technical job function
- Prior coatings or chemical materials experience required
- Able to travel over 75% of time and work a flexible work schedule including nights and weekends
- Develop and implement strategies for the assigned account to ensure maximum revenue and profitability
- Maintain a high level of awareness in regards to industry trends and competitive activity within the territory